

TEMPER
PENS

EVERSHARP
PENCILS

THE WAHL COMPANY
CHICAGO

Effective September 15, 1919

Dealers' Terms and Discounts

ON

WAHL

Eversharp Pencils and Tempoint Fountain Pens

All list Prices, Terms and Discounts
subject to change without notice.

TERMS:—Net Cash 30 days or 2% 10 days. All Shipments F. O. B. Factory.

Discounts on Eversharp Pencils

On No. 20 any quantity.....	33⅓ %
On Nos. 30 to 97 any quantity.....	40 %
On Lead and Erasers any quantity.....	40 %
On Repairs (Price list Page 27).....	33⅓ %
Engraving (Price list Page 29).....	Net

Discounts on Tempoint Fountain Pens

On less than three dozen orders.....	40 %
On all orders where stocks of Tempoints are main- tained at three dozen.....	40 and 5%
On all orders where stocks of Tempoints are main- tained at six dozen.....	40 and 10%
On all orders where stocks of Tempoints are main- tained at one gross or more.....	50 %
All mounted pens subject only to the following discount in any quantity.....	40 %
On Repairs (Price list Page 28).....	33⅓ %
On Ink Fillers in dozen lots.....	40 %
ENGRAVING (Price list on Page 29).....	Net

New York Office
Astor Trust Building
501 Fifth Ave.

THE WAHL
COMPANY

1800 Roscoe St., CHICAGO

Pacific Coast Representatives
Bert M. Morris Company
444 Market Street,
SAN FRANCISCO, CAL.

Effective September 15, 1919.

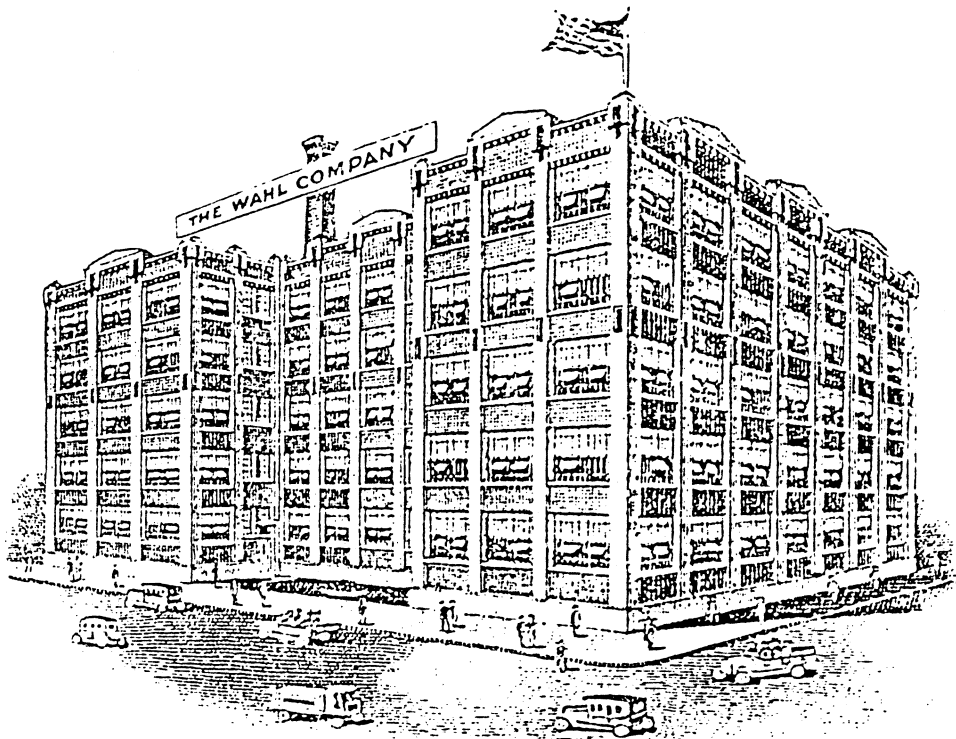
TEMPPOINT
PENS

EVERSHARP
PENCILS



The symbol of perfect
writing—the mark of
the Tempoint Pen
and Eversharp Pencil

THE WAHL COMPANY
1800 ROSCOE STREET : : CHICAGO, ILL.



Back of every Eversharp Pencil and every Tempoint Pen stands The Wahl Company, a two-and-a-half-million dollar concern of splendid international reputation and integrity.

Above is illustrated the great Wahl factory. Here are made the famous Wahl Adding Machine, the Tempoint Pen and the Eversharp Pencil, each representative of highest efficiency in its realm.

INTRODUCTION

In the wonderful Tempoint Pen and the Eversharp Pencil, the joy of utmost writing comfort becomes within hand reach of all who write.

As explained on pages 4 and 5 the Tempoint Pen embodies ten super-features which give it an exclusive distinctiveness possessed by no other pen.

Any one of these features would constitute a marked advance and a splendid selling point; together they form a combination of super-excellence that is absolutely unique.

This is the Pen heretofore known as the Boston Safety Fountain Pen. By reason of removal to Chicago where it is now made by The Wahl Company, and also because of the exclusive advantages of the writing point, it has been re-named the Tempoint Pen under which name it will be advertised and sold.

The splendid Eversharp Pencil is the culmination of 400 years of pencil development. Here at last is a pencil that is always sharp—never sharpened, a pencil with enough lead to write a quarter million words, a pencil that is as much a wonder of beauty and construction as it is a marvel of writing.

Whatever the writing requirement, there is an Eversharp that meets it. Whatever the hand, there's an Eversharp that fits it. Whatever the lead preference there's an Eversharp Lead for it. Whatever the demand of price and style there's a ready sale. Eversharp Pencils retail at \$1 and up.

When empty, the lead chamber can be refilled with Eversharp Leads. A box of twelve leads, eighteen inches in all, enough for another quarter million words retails for 25c—one cent for ten thousand words. Leads come in various degrees of hardness.

Tempoint Pen and Eversharp Pencil—truly a writing team simply unbeatable. Popular, big sellers, workers of satisfaction for dealer and user alike—the highest expressions of writing excellence.

Made and Guaranteed by

THE WAHL COMPANY

1800 Roscoe Street, CHICAGO, ILL.



TEMPPOINT PENS

THESE are the ten advantages that make the Tempoint Pen such a vastly different and better pen, every way.

1—The 14 kt. solid gold pen has a steel-like hardness and flexibility, due to a special hand hammering process which affords protection against harmful ink acids and long, hard writing. Thus the point cannot weaken or become "sprung."

2—Gold is fused about the unusually ample iridium tip—not annealed. This insures smoother writing and longer life.

3—Scientific Wahl Comb Feed automatically controls ink flow. Touch of pen to paper regulates flow instantly for any writing—fast, slow, steady or intermittent.

4—Air-tight chamber prevents pen from sweating in the pocket, and keeps point moist for instant writing.

5—The invisible Self Filling lever is out of the way until actual-

ly needed. Then ready instantly. The Tempoint Pen is also made in regular Screw Joint style.

6—The Duralastic ink sack is as durable as the pen itself. Nothing to replace or adjust.

7—The holder is scientifically balanced for easy writing. No writer's cramp.

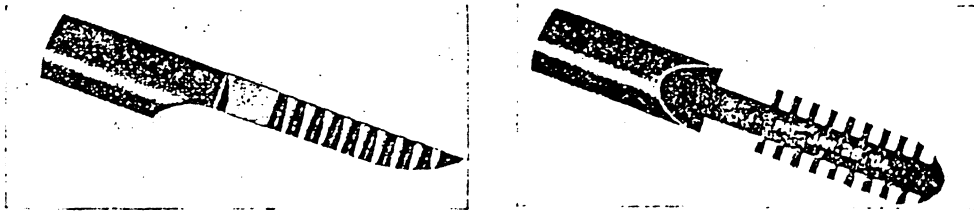
8—The built-in Wahl pocket clip prevents loss.

9—Beautifully made throughout. A pen to admire for its splendid construction as well as for its wonderful writing quality.

10—Made and guaranteed by The Wahl Company, a two-and-a-half-million dollar concern—a further assurance of value and satisfaction.

A Tempoint sale is a sale well made. It makes the customer a satisfied customer. And satisfied customers are a dealer's best asset.

THE PATENTED WAHL COMB FEED

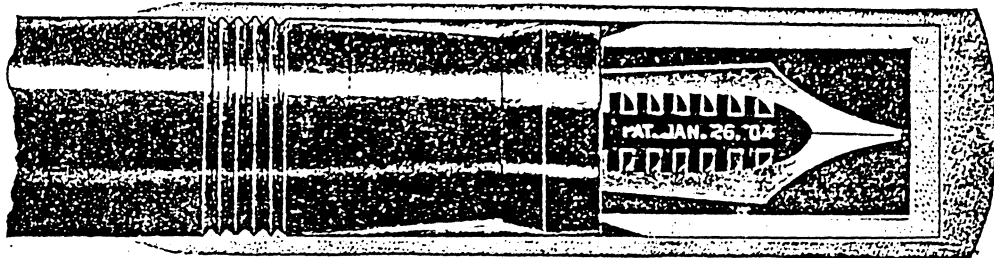


Built upon the principle of the comb. When the ink channel contains more ink than the pen point requires for writing, it flows back into the cavities formed by the teeth and the gold pen, and is held there until needed. The capillary attraction thus formed prevents the ink from dropping on the paper.

THE PATENTED AIR-TIGHT CHAMBER

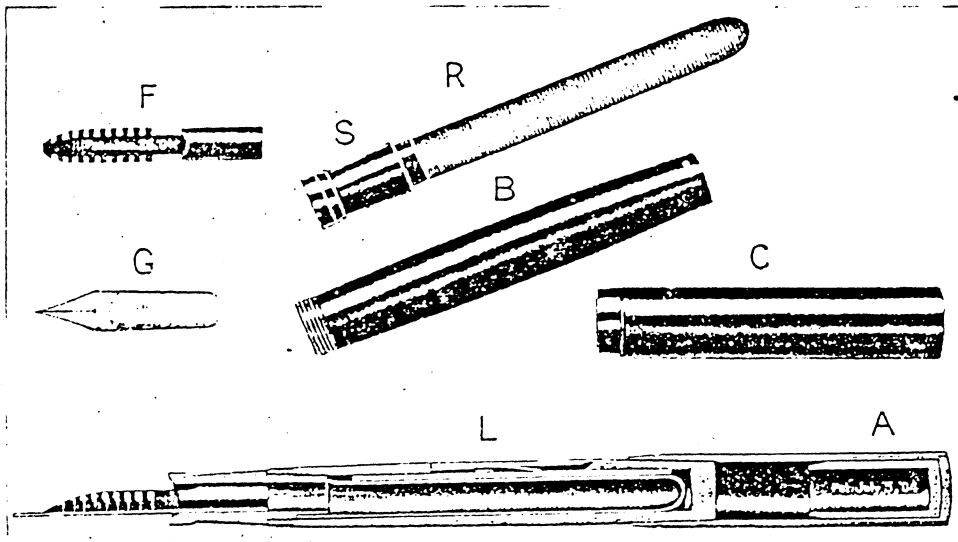
The Safety Feature

(Enlarged View)



The air-tight chamber is simply a cap within a cap, and bevelled at its open end. When the outside cap is screwed on to the barrel tightly, there is a perfect contact on all sides between the open end or the inner-cap and the bevelled flange of the point section, making it air-tight and preventing any ink from escaping. The pen point, so concealed within the inner-cap, remains moist and in condition to write the instant it touches the paper.

THE SEPARATE PARTS



F—The Feed; S—The Point Section; B—The Barrel; C—The Cap; G—The Gold Pen. The longitudinal view of the separate parts assembled.

Simplicity in construction and quality of workmanship and materials are the standards upon which the separate parts are made, and the complete pen assembled. Each pen is thoroughly inspected and tested before leaving the factory.

TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

THE DOCTOR'S PEN

(ACTUAL SIZE)



Telegraph
Word



Exact Size of Pen
Closed $3\frac{1}{2}$ in.



Argus

Author
No. 2—\$2.50

No. 5—\$5.00

This pen was suggested to us by a physician and it has found favor not only with doctors, nurses, and other professional people, but with those desiring a handy pen that can be carried in the lower vest, trouser, or apron pocket. It is most convenient for note-taking as it is the smallest and yet most practical pen ever made. Though widely imitated, it has never been equalled.

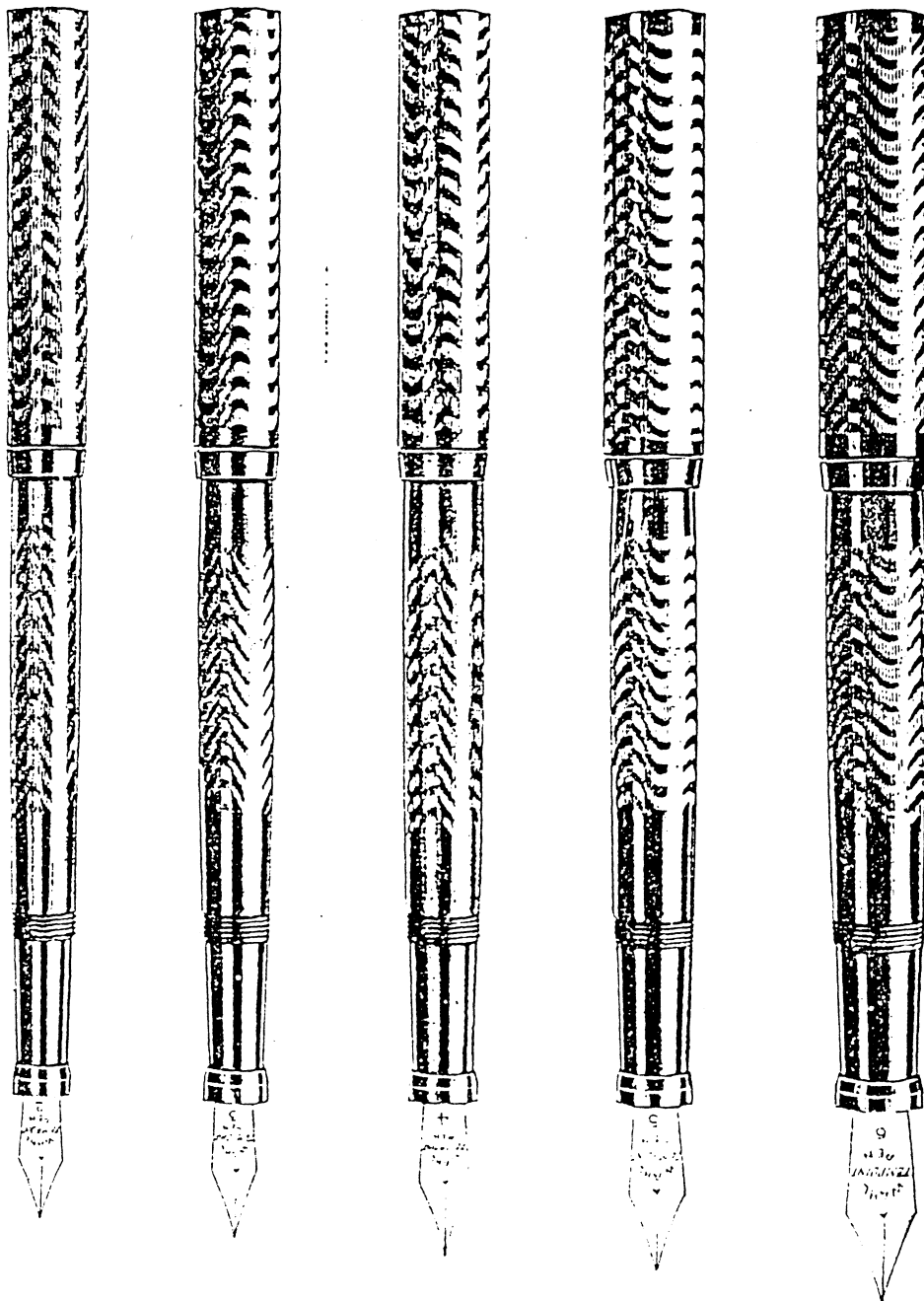
*Note—Always use telegraph word when
wiring orders*

TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

THE REGULAR STANDARD PEN

(ACTUAL SIZE)



Telegraph
Word Ardmore
No. 12—\$2.50

Alpine
No. 13—\$3.50

Alwood
No. 14—\$4.00

Bucklin
No. 15—\$5.00

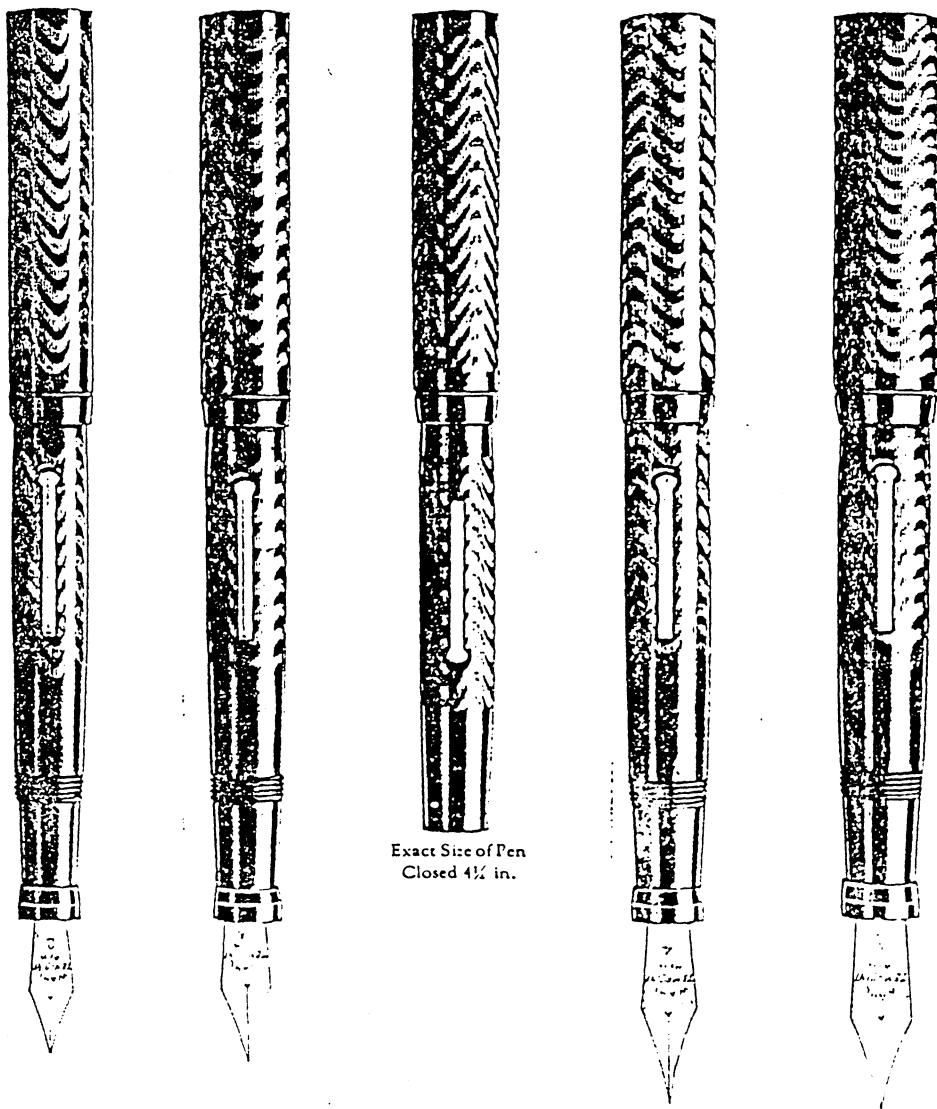
Battle
No. 16—\$6.00

A Tempoint Pen is never without ink, and never without a ready point.

TEMPOINT PENS

THE SELF FILLING PEN

(ACTUAL SIZE)



Exact Size of Pen
Closed 4 1/2 in.

Telegraph
Word

Bishop

No. 62—\$2.50

Baton

No. 63—\$3.50

Barber

No. 64—\$1.00

Colby

No. 65—\$5.00

The Tempoint writes at first touch of pen to paper. Feeds just enough ink—
no more—no less.

TEMPOINT PENS

BANDED PENS

(ACTUAL SIZE)



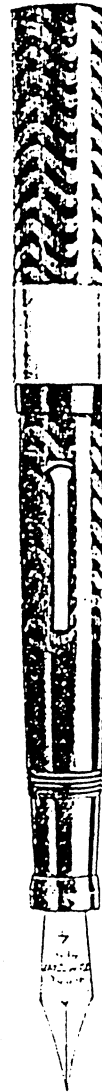
No. 62A



No. 63A



No. 102A



No. 61A



No. 65A

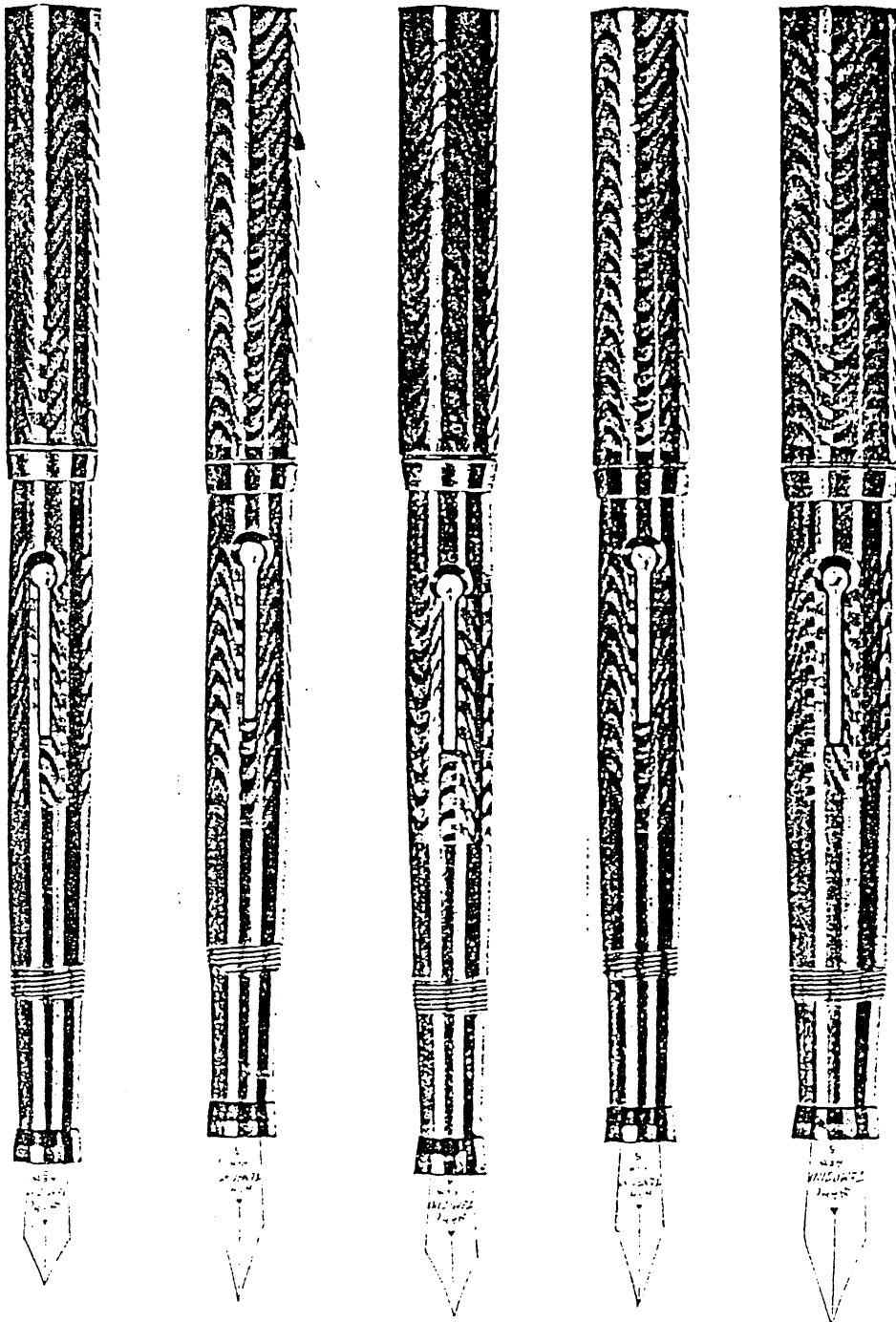
Telegraph Word	No.		Telegraph Word	No.	
Creole.....	62A—Plain Gold Band 18- $\frac{1}{8}$ K	\$3.50	Dapper.....	61A—Plain Gold Band 18- $\frac{1}{8}$ K	\$5.00
Century.....	62B—Solid Gold Band 14 K	5.00	Fickle.....	61B—Solid Gold Band 14 K	6.50
Checker.....	63A—Plain Gold Band 18- $\frac{1}{8}$ K	4.50	Fabric.....	65A—Plain Gold Band 18- $\frac{1}{8}$ K	6.00
Durable.....	63B—Solid Gold Band 14 K	6.00	Factor.....	65B—Solid Gold Band 14 K	7.50
Feather.....	102A—Plain Gold Tass 18- $\frac{1}{8}$ K	3.50	Equity.....	102B—Solid Gold Tass 14 K	6.00

Bands are made in four styles—Plain, Colonial, Unique and Ribbon. See Mounted Pens on Page 12. Style must be specified in ordering.
The air-tight chamber of the Tempoint Pen keeps nib moist for instant writing and prevents "sweating" when the pen is carried in the pocket.

TEMPOINT PENS

THE SELF FILLING PEN

(ACTUAL SIZE)



Telegraph
Word Electric
No. 72—\$2.50

Gainsay
No. 73—\$3.50

Gerald
No. 74—\$1.00

Helen
No. 75—\$5.00

Jackal
No. 76—\$6.00

The gold of the Tempoint nib is fused about the ample iridium nib—not annealed. Then hand-hammered. Result, a steel-like hardness and flexibility.

TEMPPOINT PENS

BANDED PENS

(ACTUAL SIZE)



No. 72A



No. 73A



No. 74A



No. 75A



No. 76A

Telegraph Word	No.			Telegraph Word	No.		
Lamar.....	72 A	—Plain Gold Band 18- $\frac{1}{8}$ K	\$3.50	Paris.....	74 B	—Solid Gold Band 14 K	\$6.50
Mentor.....	72 B	—Solid Gold Band 14 K	5.00	Palisade.....	75 A	—Plain Gold Band 18- $\frac{1}{8}$ K	6.00
Nestor.....	73 A	—Plain Gold Band 18- $\frac{1}{8}$ K	4.50	Oracle.....	75 B	—Solid Gold Band 14 K	7.50
Oakley.....	73 B	—Solid Gold Band 14 K	6.00	Quaker.....	76 A	—Plain Gold Band 18- $\frac{1}{8}$ K	7.00
Pretext.....	74 A	—Plain Gold Band 18- $\frac{1}{8}$ K	5.00	Pagan.....	76 B	—Solid Gold Band 14 K	3.50

For style of bands see pages 9 and 12.

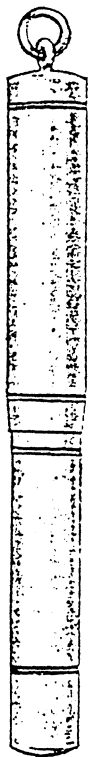
The Duralastic ink sack of the self filling Tempoint Pen is as durable as the Pen itself.

A Tempoint is a friend for life.

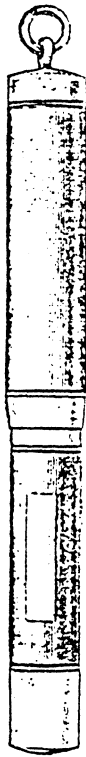
TEMPOINT PENS

MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



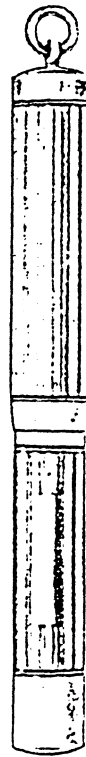
202A Plain



203A Colonial



201A Unique



205A Ribbon



206A Grecian Border

Telegraph Word	No.		
Pansy.....	202 A—18- $\frac{1}{8}$ K Gold	\$8.00	
Parable.....	202 A-G—18- $\frac{1}{8}$ K Gold (Green).	8.00	
Puritan.....	202 B—14 K Solid Gold	25.00	
Parley.....	202 B-G—18 K Solid Gold (Green)	25.00	
Parole.....	202 C—Sterling Silver	6.00	
Passport.....	203 A—18- $\frac{1}{8}$ K Gold	\$8.00	
Phantom.....	203 A-G—18- $\frac{1}{8}$ K Gold (Green).	8.00	
Pirate.....	203 B—14 K Solid Gold	25.00	
Prophet.....	203 B-G—18 K Solid Gold (Green)	25.00	
Regent.....	203 C—Sterling Silver	6.00	
Regime.....	204 A—18- $\frac{1}{8}$ K Gold	8.00	
Reserve.....	204 A-G—18- $\frac{1}{8}$ K Gold (Green).	8.00	
Roman.....	204 B—14 K Solid Gold	25.00	

Telegraph Word	No.		
Ruby.....	204 B-G—18 K Solid Gold (Green)	\$25.00	
Remus.....	204 C—Sterling Silver	6.00	
Sable.....	205 A—18- $\frac{1}{8}$ K Gold	8.00	
Sage.....	205 A-G—18- $\frac{1}{8}$ K Gold (Green).	8.00	
Simon.....	205 B—14 K Solid Gold	25.00	
Scarlet.....	205 B-G—18 K Solid Gold (Green)	25.00	
Sector.....	205 C—Sterling Silver	6.00	
Rhode.....	206 A—18- $\frac{1}{8}$ K Gold	8.00	
Redfern.....	206 A-G—18- $\frac{1}{8}$ K Gold (Green).	8.00	
Relic.....	206 B—14 K Solid Gold	25.00	
Rebuke.....	206 B-G—18 K Solid Gold (Green)	25.00	
Roscoe.....	206 C—Sterling Silver	6.00	

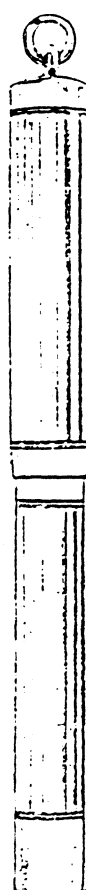
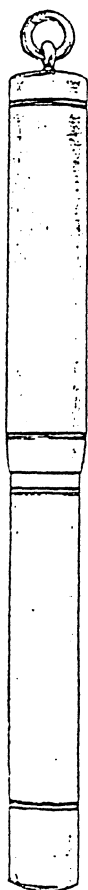
Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

Back of every Tempoint Pen is the guarantee of a two-and-a-half-million-dollar concern.

TEMPOINT PENS

MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



302A Plain

303A Colonial

304A Unique

305A Ribbon

306A Grecian Border

Telegraph Word	No.		
Sanford.....	302 A—18- $\frac{1}{8}$ K Gold.....	\$10.00	
Symbol.....	302 A - G—18- $\frac{1}{8}$ K Gold (Green).....	10.00	
Signal.....	302 B—14 K Solid Gold.....	30.00	
Sloop.....	302 B-G—18 K Solid Gold (Green).....	30.00	
Staple.....	302 C—Sterling Silver.....	8.00	
Sidney.....	303 A—18- $\frac{1}{8}$ K Gold.....	10.00	
Tangent.....	303 A - G—18- $\frac{1}{8}$ K Gold (Green).....	10.00	
Target.....	303 B—14 K Solid Gold.....	30.00	
Tempert.....	303 B-G—18 K Solid Gold (Green).....	30.00	
Tariff.....	303 C—Sterling Silver.....	8.00	
Titan.....	304 A—18- $\frac{1}{8}$ K Gold.....	10.00	
Tarpan.....	304 A - G—18- $\frac{1}{8}$ K Gold (Green).....	10.00	
Tartar.....	304 B—14 K Solid Gold.....	30.00	

Telegraph Word	No.		
Templar.....	304 B-G—18 K Solid Gold (Green).....	\$30.00	
Usher.....	304 C—Sterling Silver.....	8.00	
Velvet.....	305 A—18- $\frac{1}{8}$ K Gold.....	10.00	
Venus.....	305 A - G—18- $\frac{1}{8}$ K Gold (Green).....	10.00	
Vortex.....	305 B—14 K Solid Gold.....	30.00	
Vesper.....	305 B-G—18 K Solid Gold (Green).....	30.00	
Vogue.....	305 C—Sterling Silver.....	8.00	
Random.....	306 A—18- $\frac{1}{8}$ K Gold.....	10.00	
Rally.....	306 A - G—18- $\frac{1}{8}$ K Gold (Green).....	10.00	
Ralph.....	306 B—14 K Solid Gold.....	30.00	
Reckon.....	306 B-G—18 K Solid Gold (Green).....	30.00	
Report.....	306 C—Sterling Silver.....	8.00	

The Tempoint Pen is scientifically balanced for comfortable writing—no writer's cramp.

Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

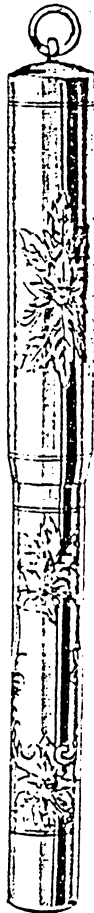
TEMPOINT PENS

HAND ENGRAVED MOUNTS

(SCREW JOINT OR SELF FILLER AS DESIRED)



No. 420 B



No. 430 B



No. 520 B



No. 530 B



No. 620 B



No. 630 B



No. 930 B

Telegraph Word	No.		
Yearling.....	420 B—14 Karat Solid Gold.....	\$30.00	
Yankee.....	420 B-G—18 Karat Solid Gold (Green).....	30.00	
Vulcan.....	420 C—Sterling Silver.....	8.00	
Condux.....	430 B—14 Karat Solid Gold.....	35.00	
Confute.....	430 B-G—18 Karat Solid Gold (Green).....	35.00	
Chessman.....	430 C—Sterling Silver.....	10.00	
Yuma.....	520 B—14 Karat Solid Gold.....	32.50	
Watch.....	520 B-G—18 Karat Solid Gold (Green).....	32.50	
Welkin.....	520 C—Sterling Silver.....	10.00	
Ward.....	530 B—14 Karat Solid Gold.....	37.50	
Winter.....	530 B-G—18 Karat Solid Gold (Green).....	37.50	

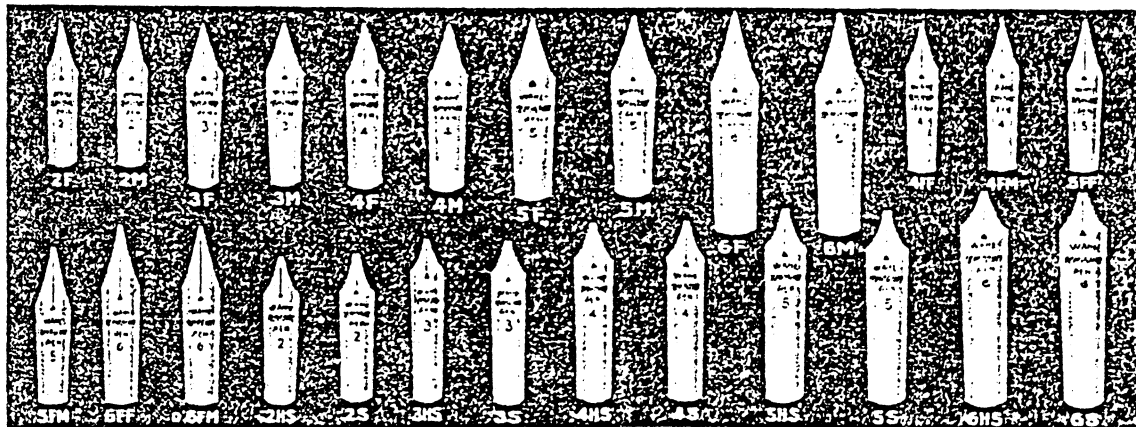
Telegraph Word	No.		
Warwick.....	530 C—Sterling Silver.....	\$12.00	
Welfare.....	620 B—14 Karat Solid Gold.....	35.00	
Welcome.....	620 B-G—18 Karat Solid Gold (Green).....	35.00	
Weapon.....	620 C—Sterling Silver.....	12.00	
Willard.....	630 B—14 Karat Solid Gold.....	40.00	
Wolfraim.....	630 B-G—18 Karat Solid Gold (Green).....	40.00	
Wasey.....	630 C—Sterling Silver.....	15.00	
Wilke.....	930 B—14 Karat Solid Gold De Luxe.....	50.00	
York.....	930 B-G—18 Karat Solid Gold De Luxe (Green).....	50.00	

Made in Sterling Silver, 14 Karat Solid Gold, Yellow or Green; color of gold and whether Screw Joint or Self Filler is desired, must be specified.

A Tempoint purchase is a purchase for all time. Tempoint users are so delighted that they never have to consider some other pen.

TEMPOINT WRITING CHART

There's A Tempoint that Writes Like You



2F	<i>Grace D. Andrews</i>	5FM	<i>Harriet P. Hughes</i>
2M	<i>Fred W. Freeman</i>	6FF	<i>Lillian Brown</i>
3F	<i>Harriet S. Albright</i>	6FM	<i>A. C. Burton</i>
3M	<i>Josephine M. Lee</i>	2HS	<i>W. L. Clapp</i>
4F	<i>T. W. Derrery</i>	2S	<i>H. D. Harris</i>
4M	<i>Wm. E. Brown</i>	3HS	<i>James P. Brown</i>
5F	<i>R. E. Brown</i>	3S	<i>Fred K. Wilson</i>
5M	<i>A. S. Brown</i>	4HS	<i>J. E. Brown</i>
6F	<i>W. E. Brown</i>	4S	<i>W. E. Brown</i>
6M	<i>H. E. Brown</i>	5HS	<i>W. E. Brown</i>
4FF	<i>Louella Hasty</i>	5S	<i>John B. Woodruff</i>
4FM	<i>W. E. Brown</i>	6HS	<i>W. E. Brown</i>
5FF	<i>G. H. Eckhardt</i>	6S	<i>W. E. Brown</i>

And Every Tempoint Pen Has 10 Superior Features. Ask About Them.

The Tempoint Writing Chart is what you have long been looking for—a practical aid to quick pen selling and an absolutely sure guide to accurate individual pen selection. It assures lasting writing comfort to every one of your customers—young or old, slow writers or fast ones, light writers or heavy ones.



EVERSHARP PENCILS

The skeleton cut to the right shows the ingenious construction of the Eversharp Pencil.

The point is always sharp, never sharpened, for the Eversharp sharpens itself. No whittling, no lost motion, no lost lead, no interrupted thought.

And every stroke sharp and clean-cut. Easy writing, easy reading.

There's enough lead for a quarter million words, 18 inches of lead in all. Twenty-five cents at long intervals replenishes the supply—ten thousand words one cent.

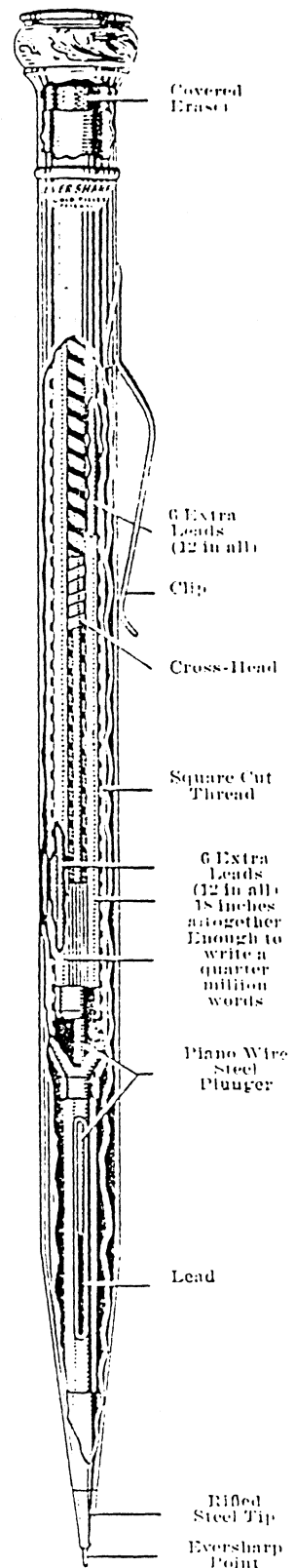
There's a handy eraser, under cover until needed. Ready instantly.

The built-in Wahl pocket clip prevents Pencil from working out of the pocket.

The rifled steel tip insures a sharp, steady, ready point for every word and every dot. It tapers down to the lead itself, insuring that graceful writing quality and scholarly touch of pencil to paper so much appreciated by all good writers.

The Eversharp is constructed with jeweler precision throughout. It is as good to the eye as it is in the hand. If anything ever brought pride of ownership it is an Eversharp Pencil. Eversharp owners are discriminating people.

Eversharp Leads come in various degrees of hardness. From lead to cap the Eversharp is truly King of the Pencils—a striking advance in pencil construction and utility.



EVERSHARP PENCILS



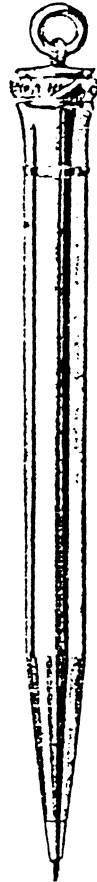
No. 20



No. 30



No. 30S



No. 30SW



No. 31



No. 31S

Telegraph Word	No.		
Abbot.....	20	Plain Silver Plate.....	\$1.00
Alger.....	30	Plain Triple Silver Plate.....	1.50
Ablaze.....	30S	Vest Pocket Plain Triple Silver Plate.....	1.50
Abyss.....	30SW	Vest Pocket Plain Triple Silver With Ring.....	1.75
Anchor.....	31	Chased Triple Silver Plate.....	1.50
Adair.....	31S	Vest Pocket Chased Triple Silver Plate.....	1.50

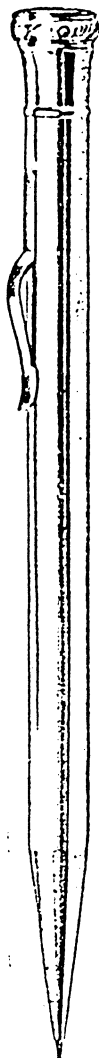
An Eversharp Pencil is a thing of beauty and a joy forever. Every user is proud to own it and to write with it.

Note—Always use telegraph word when wiring orders

EVERSHARP PENCILS



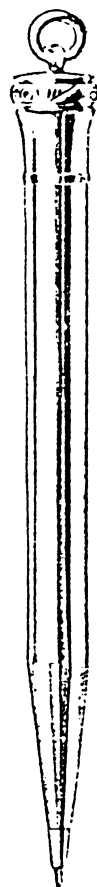
No. 31SW



No. 50



No. 50S



No. 50SW



No. 51

Telegraph Word	No.		
Allen.....	31SW	Vest Pocket Chased Triple Silver, with Ring.....	\$1.75
Carter.....	50	Plain Sterling Silver.....	2.50
Clinton.....	50S	Vest Pocket Sterling Silver.....	2.00
Cedar.....	50SW	Vest Pocket Sterling Silver With Ring.....	2.50
Canyon.....	51	Checkered Sterling Silver.....	3.00
Calhoun.....	51S	Vest Pocket Sterling Silver.....	2.50
Cabin.....	51SW	Vest Pocket Sterling Silver With Ring.....	3.00

The Eversharp is always sharp—never sharpened. Nothing could please any writer more.

EVERSHARP PENCILS



No. 54



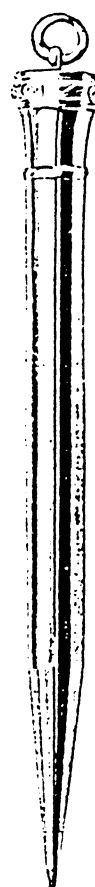
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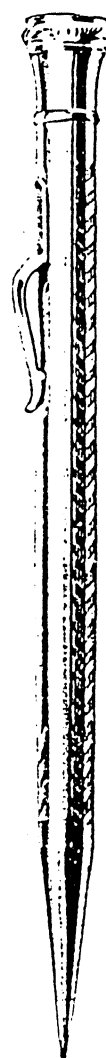
No. 60



No. 60S



No. 60SW



No. 61

Telegraph Word	No.		
Cadet.....	54	Hand Engraved Sterling Silver.....	\$1.00
Captive.....	54S	Vest Pocket Hand Engraved Sterling Silver.....	3.50
Compass.....	54SW	Vest Pocket Hand Engraved Sterling Silver With Ring.....	4.00
Convert.....	55	Hand Engraved Sterling Silver.....	5.00
Chain.....	55S	Vest Pocket Hand Engraved Sterling Silver.....	4.50
Douglas.....	55SW	Vest Pocket Hand Engraved Sterling Silver With Ring.....	5.00
Dodge.....	60	Plain 12 K. Gold Filled.....	3.00
Drama.....	60S	Vest Pocket Gold Filled.....	2.50
Dawson.....	60SW	Vest Pocket Gold Filled With Ring.....	3.00
Diamond.....	61	Checkered Gold Filled.....	3.50

The built-in Wahl pocket clip keeps the Eversharp Pencil a bosom companion for life.

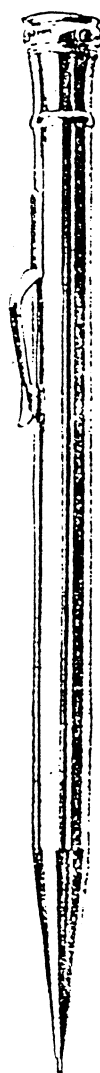
EVERSHARP PENCILS



No. 61S



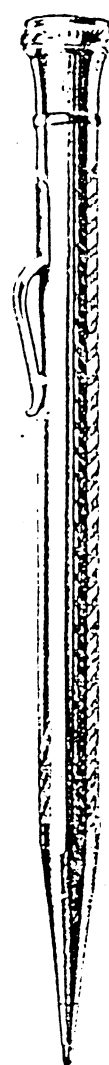
No. 61SW



No. 70



No. 70SW



No. 71



No. 71SW

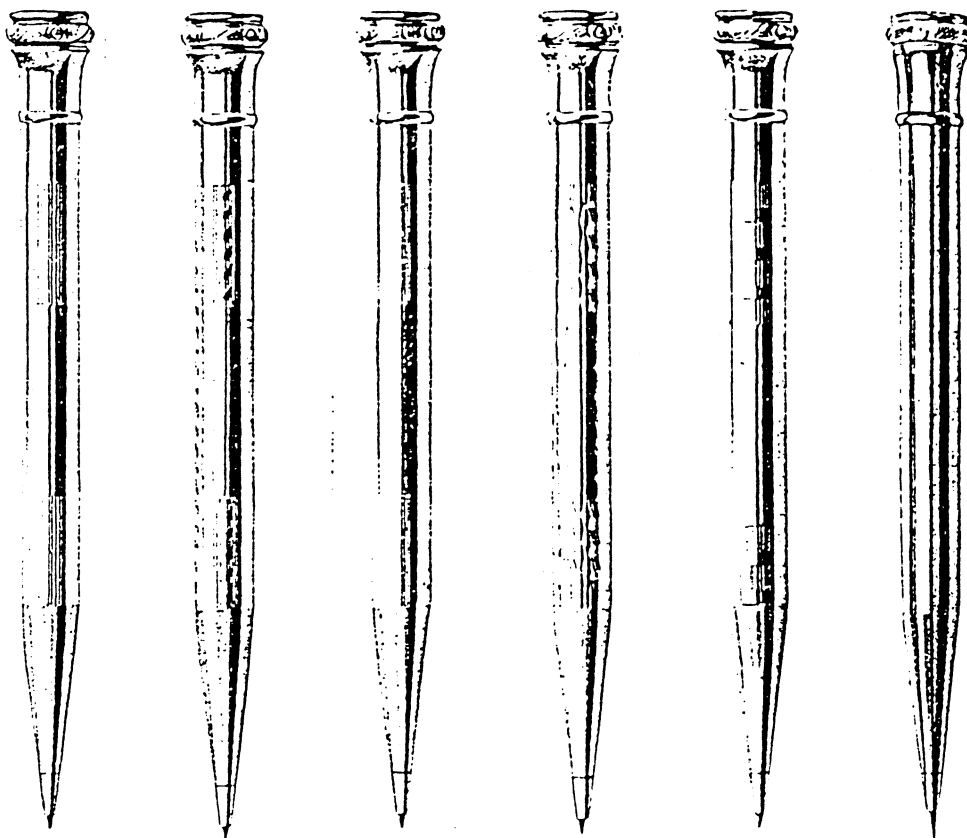
Telegraph Word	No.		
Emerald.....	61S	Vest Pocket Checkered Gold Filled.....	\$3.00
Eagle.....	61SW	Vest Pocket Checkered Gold Filled With Ring	3.50
Kale.....	70	Plain 18 K. Gold Filled (Green).....	4.00
Kilt.....	70S	Vest Pocket Plain 18 K. Gold Filled (Green).....	3.50
Koran.....	70SW	Vest Pocket Gold Filled With Ring (Green).....	4.00
Knave.....	71	Checkered Gold Filled (Green).....	4.50
Kepper.....	71S	Vest Pocket Checkered Gold Filled (Green).....	4.00
Kenneth.....	71SW	Vest Pocket Checkered Gold Filled (Green) With Ring.....	4.50

The handy eraser is another Eversharp convenience. Under cover until wanted, then there instantly.

EVERSHARP PENCILS

ENGINE TURNED DESIGNS

VEST POCKET SIZE



Colonial	Unique	Ribbon	Zigzag	Grecian Border	Plain
No.	No.	No.	No.	No.	No.
45S	46S	47S	48S	49S	15S
10S	11S	12S	13S	11S	78S
73S	71S	75S	76S	77S	
16S	17S	18S	19S	21S	
79S	80S	81S	82S	83S	
93S	94S	95S	96S	97S	
84S	85S	86S	87S	88S	

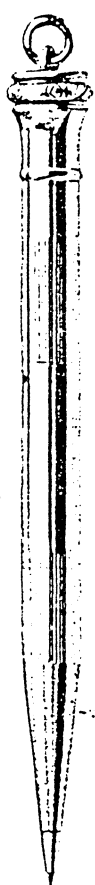
Telegraph Word	No.	
Boone.....	45S—Sterling Silver.....	\$ 4.00
Edward.....	10S—Gold Filled.....	4.50
Lava.....	73S—Gold Filled (Green).....	5.50
Harmony.....	16S—14 K. ¼ Gold.....	11.00
Pandor.....	79S—18 K. ¼ Gold (Green).....	11.00
Venture.....	93S—Solid Gold.....	21.00
Realm.....	84S—Solid Gold (Green).....	21.00
Burke.....	46S—Sterling Silver.....	4.00
Franklin.....	11S—Gold Filled.....	4.50
Loot.....	74S—Gold Filled (Green).....	5.50
Hooker.....	17S—14 K. ¼ Gold.....	11.00
Patriot.....	80S—18 K. ¼ Gold (Green).....	11.00
Virtue.....	94S—Solid Gold.....	21.00
Rebel.....	85S—Solid Gold (Green).....	21.00
Baldwin.....	47S—Sterling Silver.....	4.00
Fremont.....	12S—Gold Filled.....	4.50
Mirage.....	75S—Gold Filled (Green).....	5.50
Irwin.....	18S—14 K. ¼ Gold.....	11.00
Requite.....	81S—18 K. ¼ Gold (Green).....	11.00
Temper.....	95S—Solid Gold.....	21.00

Telegraph Word	No.	
Stout.....	86S—Solid Gold (Green).....	\$21.00
Blaine.....	48S—Sterling Silver.....	4.00
Grant.....	13S—Gold Filled.....	4.50
Neutral.....	76S—Gold Filled (Green).....	5.50
Julek.....	19S—14 K. ¼ Gold.....	11.00
Richard.....	82S—18 K. ¼ Gold (Green).....	11.00
Thomas.....	96S—Solid Gold.....	21.00
Success.....	87S—Solid Gold (Green).....	21.00
Clay.....	19S—Sterling Silver.....	4.00
Galla.....	14S—Gold Filled.....	4.50
Ornate.....	77S—Gold Filled (Green).....	5.50
Jockey.....	21S—14 K. ¼ Gold.....	11.00
Restrain.....	83S—18 K. ¼ Gold (Green).....	11.00
Thunder.....	97S—Solid Gold.....	21.00
Saint.....	88S—Solid Gold (Green).....	21.00
Garfield.....	15S—14 K. Gold.....	9.00
Pall.....	78S—18 K. ¼ Gold (Green).....	9.00

EVERSHARP PENCILS

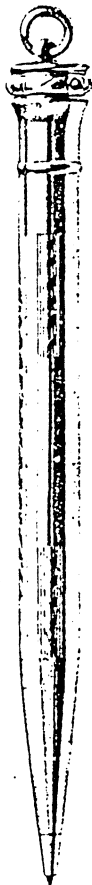
ENGINE TURNED DESIGNS

VEST POCKET SIZE WITH RING



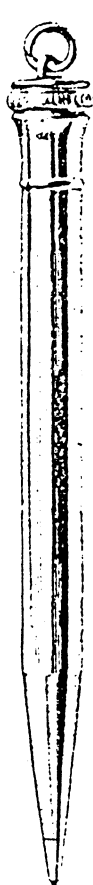
Colonial
No.

45SW
10SW
73SW
16SW
79SW
93SW
84SW



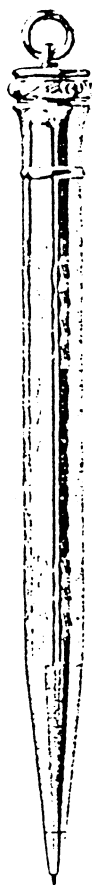
Unique
No.

46SW
11SW
74SW
17SW
80SW
94SW
85SW



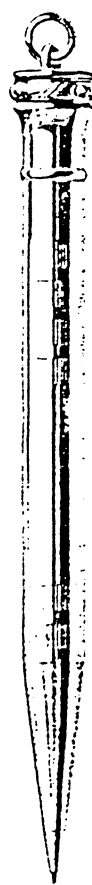
Ribbon
No.

47SW
12SW
75SW
18SW
81SW
95SW
86SW



Zigzag
No.

48SW
13SW
76SW
19SW
82SW
96SW
87SW



Grecian Border
No.

49SW
14SW
77SW
21SW
83SW
97SW
88SW



Plain
No.

15SW
78SW

Telegraph Word

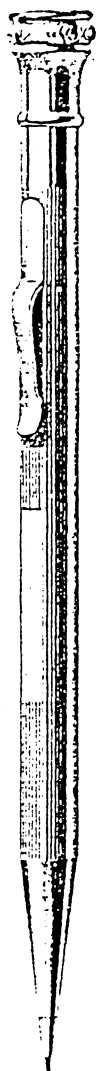
No.	
Butler.....45SW—Sterling Silver.....	\$ 4.50
Elmore.....10SW—Gold Filled.....	5.00
Lantern.....73SW—Gold Filled (Green).....	6.00
Huron.....16SW—14 K. ¼ Gold.....	12.00
Parade.....79SW—18 K. ¼ Gold (Green).....	12.00
Vizard.....93SW—Solid Gold.....	22.00
Ruth.....81SW—Solid Gold (Green).....	22.00
Boulder.....46SW—Sterling Silver.....	4.50
Ford.....11SW—Gold Filled.....	5.00
Lynx.....74SW—Gold Filled (Green).....	6.00
Jackson.....17SW—14 K. ¼ Gold.....	12.00
Portal.....80SW—18 K. ¼ Gold (Green).....	12.00
Vigor.....94SW—Solid Gold.....	22.00
Relate.....85SW—Solid Gold (Green).....	22.00
Benton.....47SW—Sterling Silver.....	4.50
Fountain.....12SW—Gold Filled.....	5.00
Mode.....75SW—Gold Filled (Green).....	6.00
Harper.....18SW—14 K. ¼ Gold.....	12.00
Robey.....81SW—18 K. ¼ Gold (Green).....	12.00

Telegraph Word

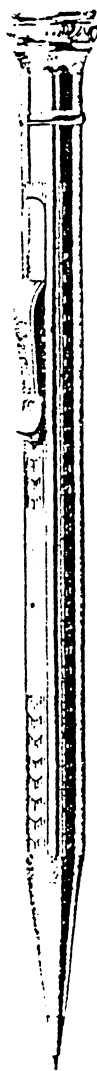
No.	
Thrall.....95SW—Solid Gold.....	\$22.00
Strength.....86SW—Solid Gold (Green).....	22.00
Chase.....48SW—Sterling Silver.....	4.50
Gentry.....13SW—Gold Filled.....	5.00
Nectar.....76SW—Gold Filled (Green).....	6.00
Joker.....19SW—14 K. ¼ Gold.....	12.00
Resolve.....82SW—18 K. ¼ Gold (Green).....	12.00
Tyler.....96SW—Solid Gold.....	22.00
Sudden.....87SW—Solid Gold (Green).....	22.00
Cloud.....49SW—Sterling Silver.....	4.50
Grover.....14SW—Gold Filled.....	5.00
Orion.....77SW—Gold Filled (Green).....	6.00
Jargon.....21SW—14 K. ¼ Gold.....	12.00
Ripe.....83SW—18 K. ¼ Gold (Green).....	12.00
Tipper.....97SW—Solid Gold.....	22.00
Stanley.....88SW—Solid Gold (Green).....	22.00
Harding.....15SW—14 K. ¼ Gold.....	10.00
Pallet.....78SW—18 K. ¼ Gold (Green).....	10.00

EVERSHARP PENCILS

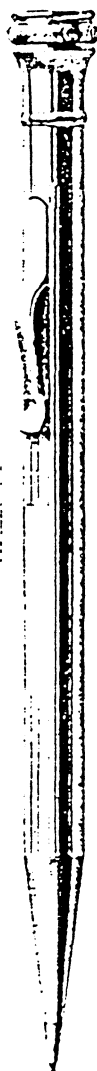
ENGINE TURNED DESIGNS



Colonial
No.
45 10
73 16
79 93 84



Unique
No.
46 11
74 17
80 94 85



Ribbon
No.
47 12
75 18
81 95 86



Zigzag
No.
48 13
76 19
82 96 87



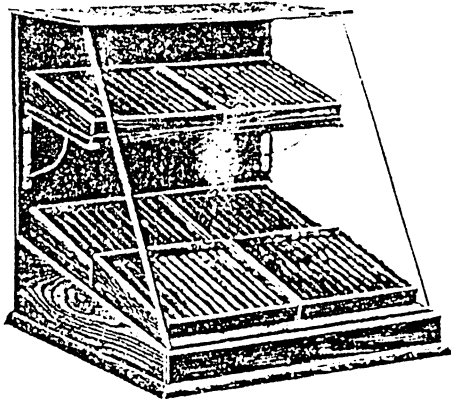
Grecian Border
No.
49 14
77 21
83 97 88



Plain
No.
15 78

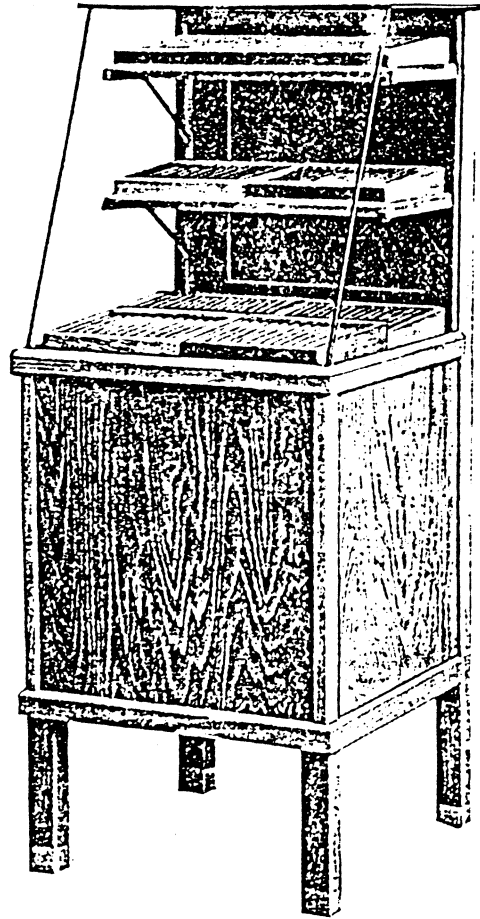
Telegraph Word	No.		
Barron.....	45	—Sterling Silver.....	\$4.50
Entice.....	10	—Gold Filled.....	5.00
Kemer.....	73	—Gold Filled (Green).....	6.00
Haskel.....	16	—14 K. 1/4 Gold.....	12.00
Palm.....	79	—18 K. 1/4 Gold (Green).....	12.00
Vaunt.....	93	—Solid Gold.....	25.00
Royal.....	84	—Solid Gold (Green).....	25.00
Baker.....	46	—Sterling Silver.....	4.50
Elmwood.....	11	—Gold Filled.....	5.00
Lode.....	74	—Gold Filled (Green).....	6.00
Hudson.....	17	—14 K. 1/4 Gold.....	12.00
Patron.....	80	—18 K. 1/4 Gold (Green).....	12.00
Victor.....	94	—Solid Gold.....	25.00
Rifle.....	85	—Solid Gold (Green).....	25.00
Benton.....	47	—Sterling Silver.....	4.50
Fulton.....	12	—Gold Filled.....	5.00
Marcel.....	75	—Gold Filled (Green).....	6.00
Howard.....	18	—14 K. 1/4 Gold.....	12.00
Quest.....	81	—18 K. 1/4 Gold (Green).....	12.00

Telegraph Word	No.		
Tardy.....	95	—Solid Gold.....	\$25.00
Statue.....	86	—Solid Gold (Green).....	25.00
Brown.....	48	—Sterling Silver.....	4.50
Fleming.....	13	—Gold Filled.....	5.00
Nabob.....	76	—Gold Filled (Green).....	6.00
Janus.....	19	—14 K. 1/4 Gold.....	12.00
Reason.....	82	—18 K. 1/4 Gold (Green).....	12.00
Truth.....	96	—Solid Gold.....	25.00
Stroke.....	87	—Solid Gold (Green).....	25.00
Clark.....	49	—Sterling Silver.....	4.50
Granite.....	14	—Gold Filled.....	5.00
Nebula.....	77	—Gold Filled (Green).....	6.00
Jasper.....	21	—14 K. 1/4 Gold.....	12.00
Respite.....	83	—18 K. 1/4 Gold (Green).....	12.00
Tropic.....	97	—Solid Gold.....	25.00
Stephen.....	88	—Solid Gold (Green).....	25.00
Gaston.....	15	—14 K. 1/4 Gold.....	10.00
Olive.....	78	—18 K. 1/4 Gold (Green).....	10.00



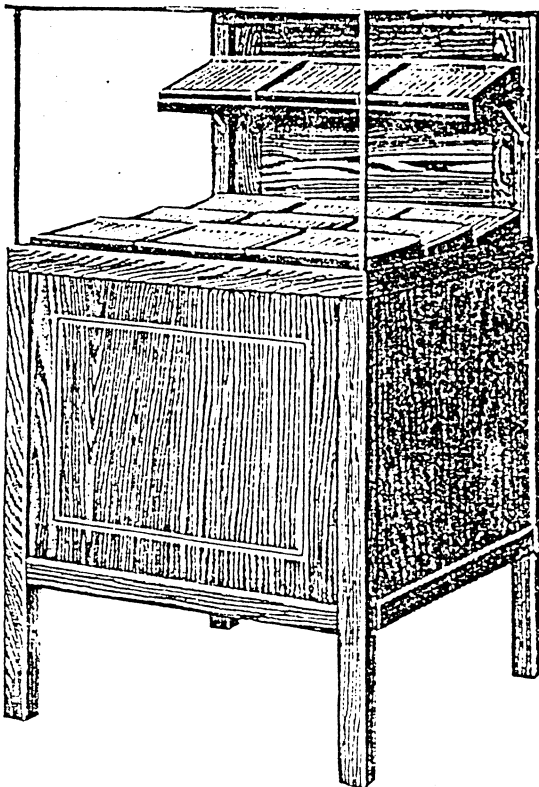
CASE No. 3

Case No. 3 is an ideal counter case which makes an attractive display. It holds six dozen pens or pencils or can be used to display four dozen fountain pens in the bottom trays, and two dozen pencils in the shelf trays. There is a storage space in the base of this case. It is loaded with six dozen pens or a combination of four dozen pens and two dozen pencils.



CASE No. 4

Case No. 4 is a case particularly suitable for a store where conservation of space is required. It makes an effective display, and is a very convenient case from which to make sales. It holds eight dozen pens or pencils, with a large storage place for considerable stock.



CASE No. 5

Case No. 5 is a real salesman—stands squarely on the floor and shows all goods so that everybody can see them at a glance. The twelve trays in this case are arranged so as to furnish an ideal display and selling advantage. This strong durable case is supplied with an order for one gross of pens.

PENCIL REPAIRS

ANOTHER SOURCE OF PROFIT

When your customer brings in a broken Eversharp Pencil, or one from which a part is missing, it is a simple matter to furnish a new tip, or magazine, or jump ring, or barrel or something else and make a substantial profit on the sale.

This repair business is automatic, requiring no special effort from you.

At the bottom of this page we show a table of Pencil Repair charges—each of which represents a good margin to you. The work of clearing clogged tips or tightening lose clips is so easy that you will not want to charge for it—yet it is work that builds trade by bringing people into your store.

PENCIL REPAIR CHARGES. NET TO TRADE

Number	Tip	Tip Clogged	Magazine	Cap	Cap with Ring	Jump Ring	Cap Bushing	Barrel	Short	One Dent	Two Dents	Clip Broken	Clip Loose
20	\$0.25	N-C	\$0.50	\$0.25	\$0.50	\$0.15	\$0.25	\$0.50	\$0.40	\$0.50	\$0.30	N-C
30	25	N-C	50	30	55	15	25	65	\$0.50	40	50	30	N-C
31	25	N-C	50	30	55	15	25	65	50	40	50	30	N-C
50	25	N-C	50	40	65	15	25	1.00	75	50	65	40	N-C
51	25	N-C	50	40	65	15	25	1.25	1.00	50	65	40	N-C
52	25	N-C	50	40	65	15	25	1.50	1.25	50	65	40	N-C
53	25	N-C	50	40	65	15	25	2.00	1.50	60	75	40	N-C
54	25	N-C	50	40	65	15	25	2.00	1.50	60	75	40	N-C
55	25	N-C	50	40	65	15	25	2.50	2.00	60	75	40	N-C
56	25	N-C	50	40	65	15	25	3.50	3.00	70	85	40	N-C
57	25	N-C	50	40	65	15	25	4.00	3.50	70	85	40	N-C
60	25	N-C	50	50	75	20	25	2.00	1.50	50	65	50	N-C
61	25	N-C	50	50	75	20	25	2.25	1.75	50	65	50	N-C
62	25	N-C	50	50	75	20	25	2.50	2.00	60	75	50	N-C
70	25	N-C	50	60	75	25	25	2.50	2.00	60	75	65	N-C
71	25	N-C	50	60	85	25	25	2.75	2.25	60	75	65	N-C
72	25	N-C	50	60	85	25	25	3.00	3.00	60	75	65	N-C
90	30	N-C	1.25	2.00	2.50	1.50	30	15.00	12.00	1.00	1.50	2.50	N-C
91	30	N-C	1.25	2.00	2.50	1.50	30	20.00	17.00	1.00	1.50	2.50	N-C
92	30	N-C	1.50	2.00	2.50	1.50	30	45.00	30.00	1.00	2.00	2.50	N-C

*No charge on items marked N-C.

5/715
7/605

PEN REPAIRS

BUILD PERMANENT PATRONAGE

Pen Repairs are profitable to the Wahl dealer in the same way that Pencil Repairs are profitable.

They afford an important means of making every sale of a Wahl Tempoint Pen create a permanent customer.

The Wahl Tempoint Fountain Pen is fully guaranteed as to workmanship and material. If for any reason the pen is not satisfactory to your customer he has the privilege of exchanging it until satisfied. In case of accident or loss, we keep the separate parts always in stock for the convenience of our customers. All correspondence will receive our prompt and careful attention. Below is the price list of separate parts. Net to Trade.

*NO. ON HOLDER	GOLD PENS			Feed Bar	Point Section	Barrel	Cap	Duralastic Sack
	No. on Gold Pen	Price	Allowance for Old Gold					
2, 12, 32, 62, 72	2	\$1.25	\$0.20	\$0.60	\$0.75	\$0.75	\$0.40	\$0.30
3, 13, 33, 63, 73	3	1.50	30	60	75	75	40	.30
4, 14, 34, 64, 74	4	1.75	40	60	75	1.00	50	.30
5, 15, 35, 65, 75	5	2.25	50	60	75	1.25	60	.40
16, 76	6	2.75	60	75	90	1.50	70	.45

*Numbers are stamped on butt end of every holder.

Straightening Gold Pen\$0.50
 Repointing Gold Pen75
 Cleaning and Adjusting of Old Pens .30
 Exchange of Nibs on Used Pens.... .50

IMPORTANT

- (1) Send complete holder, stating fully as to the necessary parts desired in order to insure satisfactory service.
- (2) Mark plainly on the package your name and address so there will be no difficulty in identifying your pen.
- (3) In ordering gold pens always state whether you desire fine, medium, coarse, half-stub, or stub points.
- (4) To prevent loss, package should be sent by registered mail.
- (5) Always send your pen direct to us or through our authorized representative, when it needs repairing, adjusting or a new part supplied. You will find this method to be least expensive, less troublesome, and most satisfactory.
- (6) The Wahl Tempoint Fountain Pen is fully protected by patents and any infringement will be duly prosecuted.

Charles Burton

1

Clara Munsey

3

GEORGE SMITH

4

WILLIAM BROWN

5

GEORGE A. SHELTON

6



7



8



9



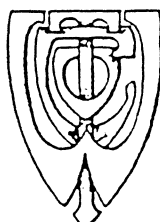
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11



12



13



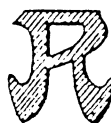
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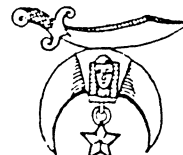
15



16



18



19



17



20



22



24

Mark

25

THE WAHL CO.

26

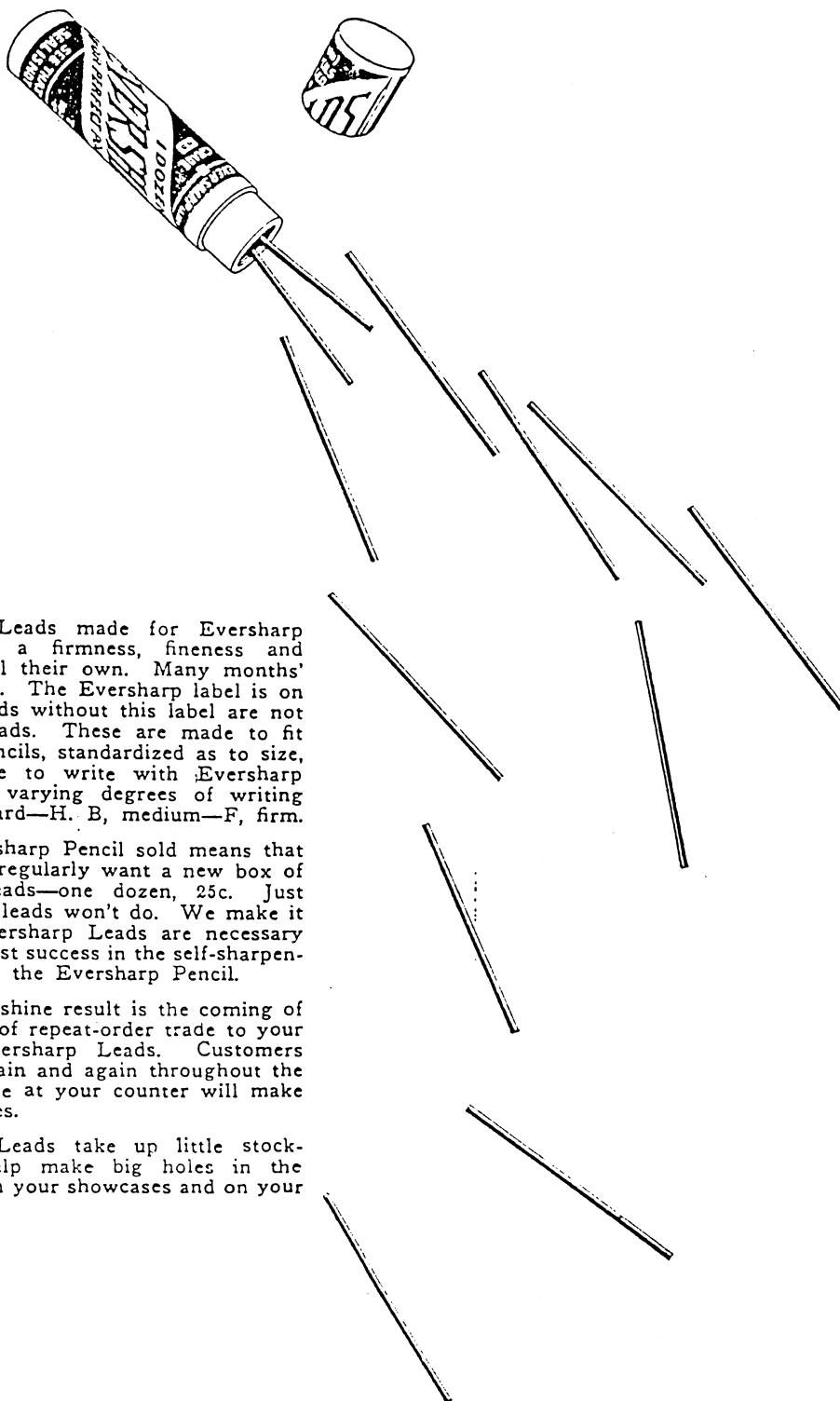
Grave

27

PRICE LIST FOR HAND ENGRAVING

No.	Per Letter	No.	Per Letter	No.	Per Letter
(1) Plain Script.....	3c	(10) Old English.....	10c	(19) Shrine Emblem.....	75c
(2) Jap Letters.....	10c	(11) Drop Block Monogram.....	30c	(20) Elk Emblem.....	75c
(3) Vertical Script.....	3c	(12) Ribbon Monogram.....	30c	(21) Greek Letters.....	10c
(4) Block.....	4c	(13) Block Monogram.....	50c	(22) Masonic Emblem.....	75c
(5) Slanting Block.....	4c	(14) Fancy Ribbon Mon'gm \$1.00		(23) Old English.....	6c
(6) Modern Block.....	4c	(15) K of C Emblem.....	75c	(24) Roman.....	5c
(7) Drop Roman Monogram.....	30c	(16) Fancy Block.....	10c	(25) Slanting Old English.....	6c
(8) Shaded Old English.....	15c	(17) Diamond Monogram.....	75c	(26) Three Initials or less, Script	
(9) Dropped Ribbon Mon'gm 30c		(18) Shaded Block.....	15c	or Block.....	20c
* Per 3 Letters.				Each additional initial.....	5c

LEAD SALES THAT REPEAT



Eversharp Leads made for Eversharp Pencils have a firmness, fineness and smoothness all their own. Many months' supply for 25c. The Eversharp label is on the box. Leads without this label are not Eversharp Leads. These are made to fit Eversharp Pencils, standardized as to size, and are made to write with Eversharp fineness with varying degrees of writing quality—H, hard—H. B, medium—F, firm.

Every Eversharp Pencil sold means that the user will regularly want a new box of Eversharp Leads—one dozen, 25c. Just "any kind" of leads won't do. We make it clear that Eversharp Leads are necessary to insure utmost success in the self-sharpening process of the Eversharp Pencil.

The rain-or-shine result is the coming of a steady flow of repeat-order trade to your store—for Eversharp Leads. Customers will return again and again throughout the year, and while at your counter will make other purchases.

Eversharp Leads take up little stock-space and help make big holes in the merchandise in your showcases and on your shelves.



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